

Message Text

UNCLASSIFIED

PAGE 01 QUITO 01596 142237Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----109187 150712Z /64
R 142140Z MAR 78
FM AMEMBASSY QUITO
TO USDOC WASHDC
INFO SECSTATE WASHDC 7602
AMCONSUL GUAYAQUIL POUCH

UNCLAS QUITO 1596

E.O. 11652: N/A
TAGS: BEXP, BENC, EC
SUBJECT: PRODUCT OPPORTUNITY (UPDATE) - PLANT TO PRODUCE LIGHT
BULBS

REF: QUITO 8594

1. THIS CABLE SEEKS TO CLARIFY AND EXPAND ON ORIGINAL REPORTING AS CONTAINED IN REFTEL.
2. FABRI-CABLES, ITSELF, IS NOT INVOLVED IN THE SUBJECT PROJECT, BUT RATHER ITS MANAGER, MR. LACHENBACHER, IN ASSOCIATION WITH OTHER WELL-ESTABLISHED BUSINESSPERSONS.
3. REFTEL MAY HAVE GIVEN TOO MUCH EMPHASIS TO SUCH FACTORS AS TECHNICAL ADVICE, PERSONNEL TRAINING, AND A JOINT VENTURE ARRANGEMENT. WHAT IS PRIMARILY SOUGHT IS MACHINERY AND EQUIPMENT, WHICH MAY RUN AS HIGH AS \$2 MILLION. TUNGSRAM OF HUNGARY PRESENTED AN OFFER FOR COMPLETE MACHINERY AND EQUIPMENT OF APPROXIMATELY THIS VALUE; HOWEVER, THE ENTREPRENEURS HAVE DECIDED TO USE U.S.-MADE PRODUCTS IF AT ALL POSSIBLE.
4. THE OSRAM FACILITY IS FOR ASSEMBLY ONLY.

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5. ACTION REQUESTED. TO DATE MR. LACKENBACHER HAS RECEIVED NO OFFERS. PLEASE DISSEMINATE THIS UPDATED INFORMATION AND MAKE RENEWED EFFORTS TO INTEREST U.S. FIRMS. IT IS APPRECIATED THAT NOTICE OF THIS OPPORTUNITY WAS PUBLISHED IN COMMERCE AMERICA.
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Message Attributes

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Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
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Disposition Case Number: n/a
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